

**Financial Result of  
Fiscal Year Ending  
Mar 2016**

 **KAWASUMI LABORATORIES, INC.**

May 13, 2016

(Amended on June 10, 2016)

# Content

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**Financial Result of FYE Mar 2016**

**Business plan of FYE Mar 2017**

FYE Mar 2016

# Financial Result

Consolidated

Unit : Billion YEN

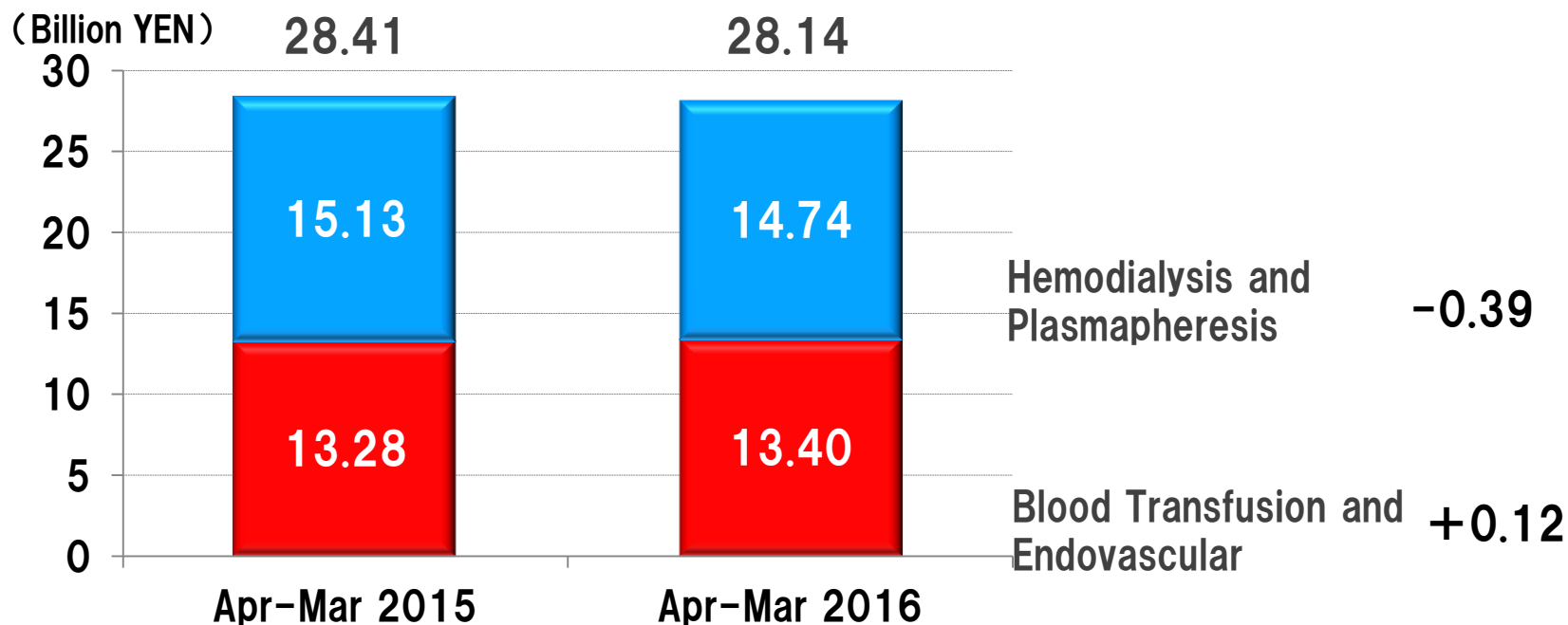
	FYE Mar 2015	FYE Mar 2016	Increase / Decrease	Ratio
Net sales	28.41	28.14	-0.27	-1%
Gross profit	9.53	10.13	+0.60	+6%
Operating income	1.41	2.13	+0.72	+51%
Ordinary income	1.84	2.18	+0.34	+19%
Net income	0.98	1.17	+0.19	+20%

Exchange Rate	FYE Mar 2015	FYE Mar 2016
US\$	110.62	120.16
EUR	138.43	132.53
Baht	3.41	3.42

- Net sales decreased 0.27 Billion YEN.  
(Decreased : OEM products / Growth : Blood bags for overseas and Blood Tubing Lines)
- Gross profit increased 0.6 billion Yen by Cost reduction.
- Operating income increased 0.72 billion Yen by increase of Gross profit and SG&A expense decrease.

FYE Mar 2016

# Net Seles (By Segment)



## 【Blood Transfusion and Endovascular】

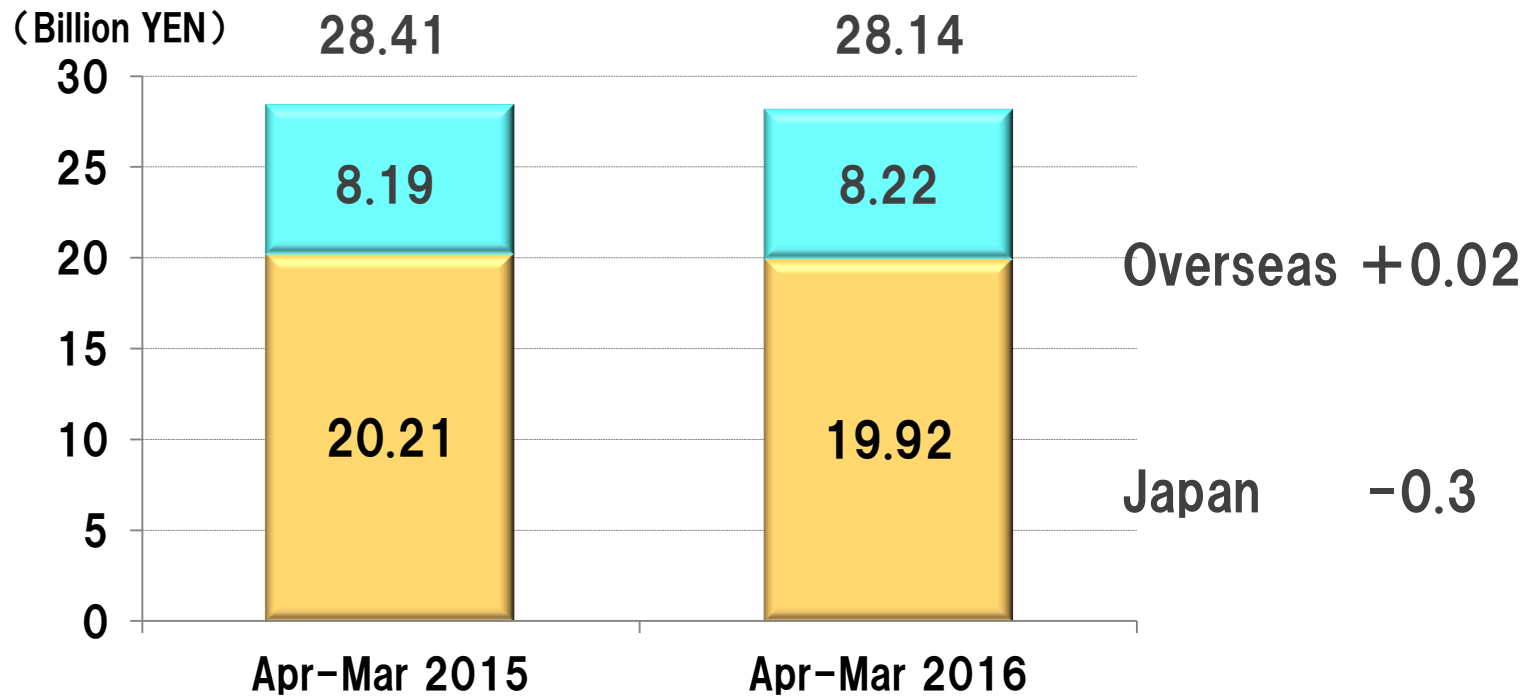
- Increase
  - Blood Bags overseas
  - Infusion Set (Kawasumi brand)
  - ME machines
- Decrease
  - Infusion Set (OEM)
  - Blood Bags (Japan)

## 【Hemodialysis and Plasmapheresis】

- Increase
  - Blood Tubing Line (Japan)
- Decrease
  - A.V. Fistula Needles (OEM)
  - Dialyzer
  - Plasmapheresis

FYE Mar 2016

# Net Sales (By Region)



## 【Japan】

- Increase
  - Blood Tubing Line
  - ME machines
- Decrease
  - Dialyzer
  - Blood Bags
  - Plasmapheresis

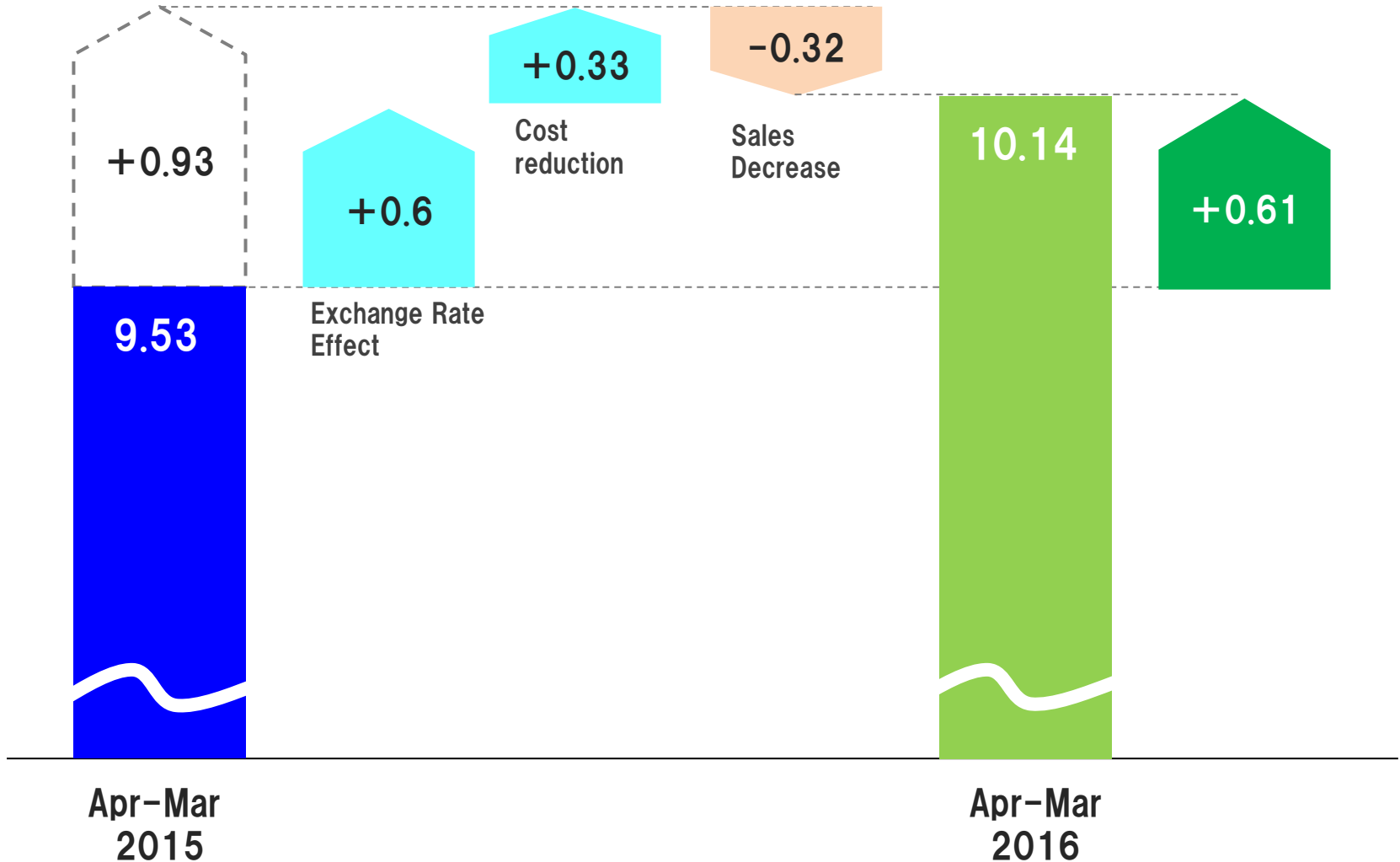
## 【Overseas】

- Increase
  - Blood Bags
  - Infusion Set (Kawasumi brand)
  - Others
- Decrease
  - A.V. Fistula Needles (OEM)
  - Infusion Set (OEM)

FYE Mar 2016

# Gross Profit Variance Analysis

(Billion YEN)



# SG&A Expenses

Consolidated

Unit : Billion YEN

	FYE Mar 2015	FYE Mar 2016	Increase / Decrease
Salaries & Wages	3.11	3.19	+0.08
Logistical costs	1.04	0.98	-0.06
R&D Expenses	1.06	0.70	-0.36
Others	2.91	3.13	+0.23
<b>Total</b>	<b>8.12</b>	<b>8.00</b>	<b>-0.12</b>

- R&D expenses decreased since consignment experimental and research expense decreased.
- Others increased since there was the expenditure of production relocation.

# Content

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Financial Result of FYE Mar 2016

**Business plan of FYE Mar 2017**



# Business plan of FYE Mar 2017

Consolidated

Unit : Billion YEN

	FYE Mar 2016	FYE Mar 2017	Increase / Decrease	Ratio
Net sales	28.14	26.00	-2.14	-8%
Operating income	2.13	1.00	-1.13	-53%
Ordinary income	2.18	1.00	-1.18	-54%
Net income	1.17	0.7	-0.47	-40%

Exchange Rate	FYE Mar 2016	FYE Mar 2017
US\$	120.16	112.0
EUR	132.53	122.0
Baht	3.42	3.20

- Sales will decrease around 2.1 billion YEN due to the exchange rate effect, stock adjustment at OEM customers, medical fee reimbursement cuts and decrease of Blood bags sales for Japan market, although blood bags for overseas and Infusion sets are increasing.
- Operating income will decrease around 1.1 billion YEN due to the increase of R&D expense.



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